FNS EBT User Group Meeting

WIC EBT Solutran's Smart Card Strategy



Agenda

- 1. Background on Solutran
- 2. Solutran WIC EBT strategy
- 3. Partnership with SoliSYSTEMS

Solutran Background

Overview

- Founded in 1982, privately held
- Women-owned business
- Minneapolis based
- Purchased FSMC from MoneyGram in August 2009

Processing capabilities

- Will process over 250 million transactions in 2010
- Secure data center in Minneapolis, MN
- Trusted processor for both states and large companies



Solutran – A National Leader in Payments

WIC payments

- Processor for 68 WIC/FMNP/SFMNP agencies the most in the country
- Strategic initiative to build WIC EBT network

Retail / pharmacy payments

- Process for top retailers such as Kroger, Safeway, CVS, Walgreens, SUPERVALU, and Roundy's
- Top BOC provider in the country

Consumer incentive payments

- Thirty years of experience in consumer incentives
- Top rebate check processor in the country









Comparison of WIC Processing

	Food Instruments (Checks)	Smart Card
Transaction processing	Multiple batch files from Fed and banks	Multiple batch files from individual retailers
Transaction verification	Multiple edits performed	Same
Settlement processing	 Transactions clear Funds distributed to retailers by the Fed State funding notice WIC funds received 	 Transactions clear State funding notice WIC funds received Funds distributed to retailers by Solutran
Reporting	Web and file delivery	Same
MIS integration	Customized by state	Same

Solutran EBT Strategy Decision

Considerations:

- Smart card processing fits Solutran infrastructure.
- Smart card processing has proven highly successful.
- States have interest in an outsourced smart card solution.

Decision:

- Solutran will offer smart card processing for WIC EBT.
- System will be operational in 2011, specific date TBD.



Solutran's Approach for Smart Card EBT

Menu-based pricing to meet WIC agency needs

Base Level Components

- System integration with MIS
- Retailer testing
- WIC agency testing
- APL, HCL, Claim file processing
 - FTP site management
 - Settlement to Vendors via ACH
 - Provide Auto Recon files to Vendors
- Data storage
- Reporting to Vendors
- Reporting to WIC Agencies
- Data files to MIS

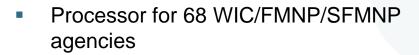
Optional Services

- Training materials
- Call center
- Monitor Vendor performance
- Additional custom system integration with MIS
- Vendor fraud monitoring
- Historical food price reporting
- Custom reporting to Vendors and/or WIC Agencies

Solutran Partners with SoliSYSTEMS

Solutran is pleased to announce an exclusive partnership with SoliSYSTEMS, providing Smart Card EBT solutions to the WIC, FMNP, SFMNP industry.





- National leader in electronic payment processing
- 21 year track-record of performance



- Systems integrator specializing in smart cards including production, chip programming and POS integration
- Smart card provider to <u>all</u> offline states
- 10 years of smart card experience



Two Companies – One Integrated Offering

Solutran Services

- WIC EBT host processing system
- Funds settlement
- File processing: Claim, APL,
 Hot Card List, Vendor File,
 Auto Recon, Claim Error File
- Online GUI interface into host processing portal
- Call center

SoliSYSTEMS Services

- Card production, chip configuration and programming
- Systems integration
 - Card application and app. maintenance
 - Card integration
 implementation (MIS system and Vendor POS)
- Card replacement and fulfillment; delivery to WIC agencies

Solutran as a Reliable Provider

- Solid and respected partner for 68 WIC/FMNP/SFMNP agencies
 - 21 years experience with WIC processing
 - Acknowledged for our customer service responsiveness
 - In-depth knowledge of performance edits to approve or deny payment
- Established leader in grocery / pharmacy payments
- Proven leader in payment processing

Solutran strategy – Be an innovative and dependable eWIC partner.